



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday September 3, 2009 at 9:00 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – August 6, 2009
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Annual Seminar Attendance
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Kent County Association of REALTORS
 - 4.2.1.1 Course Title: New Agency Law
 - Credit Hours: 3
 - 4.2.2 Course Provider: Sussex County Association of REALTORS
 - 4.2.2.1 Course Title: ePro – National Association of REALTORS online course
 - Credit Hours: 9
 - *4.2.2.2 Course Title: Legislative Update: DUCIOA (Condo/HOA)
 - Credit Hours: 3
 - 4.2.3 Course Provider: Jack Lingo, Inc., REALTOR
 - 4.2.3.1 Course Title: DE Uniform Common Interest Ownership Act & Amend to Unit Property Act
 - Credit Hours: 3
 - 4.2.4 Course Provider: McKissock, LP
 - 4.2.4.1 Course Title: Real Estate Ethics and Communication

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| | Credit Hours: | 3 |
| 4.2.4.2 | Course Title: | Safety Precautions for Real Estate Professionals |
| | Credit Hours: | 3 |
| 4.2.4.3 | Course Title: | Closing Procedures and Settlement Costs |
| | Credit Hours: | 6 |

4.2.5 Course Provider: The Frederick Academy of Real Estate

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| 4.2.5.1 | Course Title: | Real Estate Concepts |
| | Credit Hours: | 3 |
| 4.2.5.2 | Course Title: | 6-Hour Mandatory Continuing Education Course for the Delaware Broker License |
| | Credit Hours: | 6 |
| 4.2.5.3 | Course Title: | The Anatomy of a House – Condensed Version |
| | Credit Hours: | 3 |
| 4.2.5.4 | Course Title: | The Anatomy of a House |
| | Credit Hours: | 6 |

4.2.6 Course Provider: Cape School, Inc.

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| 4.2.6.1 | Course Title: | Commercial Real Estate – Acquiring and Selling the Investment |
| | Credit Hours: | 8 |
| 4.2.6.2 | Course Title: | Understanding Short Sales |
| | Credit Hours: | 4 |
| 4.2.6.3 | Course Title: | Real Estate Fraud |
| | Credit Hours: | 6 |
| 4.2.6.4 | Course Title: | Real Estate Finance |
| | Credit Hours: | 8 |
| 4.2.6.5 | Course Title: | Environmental Hazards – What Every Professional Should Know |
| | Credit Hours: | 6 |
| 4.2.6.6 | Course Title: | Cultural Diversity and Real Estate Brokerage |
| | Credit Hours: | 3 |
| 4.2.6.7 | Course Title: | Commercial Real Estate - Economics, Marketing, Contracts & Risk |
| | Credit Hours: | 8 |
| 4.2.6.8 | Course Title: | Commercial Real Estate – Developing, Building & Management of Investment |
| | Credit Hours: | 8 |

4.2.7 Course Provider: New Castle County Board of Realtors

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| 4.2.7.1 | Course Title: | NCCBOR 99 Hour Pre-Licensing Course |
| | Credit Hours: | 99 |
| 4.2.7.2 | Course Title: | Short Sales and Foreclosures |
| | Credit Hours: | 3 |
| 4.2.7.3 | Course Title: | The Competitive Edge |
| | Credit Hours: | 1 |
| 4.2.7.4 | Course Title: | Legislative Issues |
| | Credit Hours: | 3 |

4.2.8 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School

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| 4.2.8.1 | Course Title: | Advanced Like Kind Exchanges of Property: Creative Planning Techniques |
| | Credit Hours: | 3 |
| 4.2.8.2 | Course Title: | Advanced Real Estate Investment Analysis |
| | Credit Hours: | 3 |

4.2.9 Course Provider: Delaware Association of REALTORS

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| 4.2.9.1 | Course Title: | Social Media for Real Estate |
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Credit Hours: 3

* 4.2.10 Course Provider: Association of Realtors School

4.2.10.1 Course Title: Risk in Seller Representation

Credit Hours: 7

4.2.10.2 Course Title: Risk in Buyer Representation

Credit Hours: 7

* 4.2.11 Course Provider: Delaware Real Estate Commission

4.2.11.1 Course Title: DREC Statute Revision Information Session

Credit Hours: 3

4.3 Review of Instructor Applications

4.3.1 Carol Bunting

Pre-Licensing Course: Real Estate Mathematics

4.3.2 Douglas Smith

Continuing Education: Salesperson Core Course/Professional Enhancement:
The Competitive Edge

4.3.3 Barbara Brodoway

Continuing Education: Legislative Update/Salesperson Core Course/
Professional Enhancement: DE vs. PA Transactions/Disclosures/Hot
Topics in Real Estate/New Agency Law/Quirks in Real Estate/Risk
Management/Short Sales & Foreclosures/Understanding the Agreement
of Sale/DE Uniform Common Interest Ownership Act
Pre-Licensing: Real Estate Law

4.3.4 Jane Patchell

Continuing Education: Salesperson Core Course/Broker Core Course
Pre-Licensing: Orientation/Real Estate Sales/Real Estate Law/Real Estate
Mathematics
Broker's Course: Real Estate Documents/Valuing Real Property/Financing/Legal
and Governmental Aspects of Real Estate

4.3.5 Ann Riley

Continuing Education: Mortgage Financing

4.3.6 Albert Hughes

Continuing Education: Professional Enhancement: Supply Demand
Analysis/Financial Analysis/Statistics and Real Estate

4.3.7 Rishy Mehrotra

Continuing Education: Professional Enhancement: Real Estate Finance/Real
Estate Capital Markets
Broker's Course: Financing/Real Estate Investment

4.3.8 Richard Heller

Continuing Education: Professional Enhancement: Advanced Real Estate Tax
Deferred Exchanges

4.3.9 Diane Guercio

Continuing Education: Professional Enhancement: Social Media Marketing for
RE Industry

*4.3.10 Flora Rubin

Continuing Education: Legislative Update/ Professional Enhancement: Fair
Housing Law/Anti-Trust Law/Real Estate Ethics or Professional Standards/
Agency Relationships and Responsibilities/Risk Reduction for Buyer/Seller
Representation

*4.3.11 Don Ash

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core
Course/Professional Enhancement: Fair Housing Law/Agency
Relationships and Responsibilities/Bank Foreclosures/Agent

Pre-Licensing: Orientation/Real Estate Sales
Broker's Course: Brokerage/Real Estate Documents/Ethics/Legal
and Governmental Aspects of Real Estate/Real Estate Investment

*4.3.12 Nancy Law

Continuing Education: Legislative Update/Salesperson Core Course/
Professional Enhancement: DE vs. PA Transactions/Disclosures/Hot
Topics in Real Estate/New Agency Law/Quirks in Real Estate/Risk
Management/Short Sales & Foreclosures/Understanding the Agreement
of Sale/DE Uniform Common Interest Ownership Act

Pre-Licensing: Real Estate Law

*4.3.13 Andy Taylor

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core
Course/Professional Enhancement: Agency/Fair Housing Law/Anti-Trust
Law/DUCIOA/RESPA/Insurance for Real Estate/Risk
Reduction/Environmental Law/Conservation Easements/Contract
Law/Short Sales Done Right/Common Settlement Problems/Foreclosures/
Procuring Cause/Commercial Hot Buttons

Pre-Licensing: Orientation/Real Estate Law

Broker's Course: Real Estate Documents/Financing/Ethics/Legal and
Governmental Aspects of Real Estate/Real Estate Investment

4.4 Review Student Requests for Approval of Educational Activity

4.4.1 Student Name: Terri Cooke

Activity Title: Introduction to Environmental Issues

Credit Hours: 9

4.4.2 Student Name: Terri Cooke

Activity Title: Business Relocation

Credit Hours: 9

4.4.3 Student Name: Brittany Danahy

Activity Title: CCIM 104: Investment Analysis for Commercial Investment Real Estate

Credit Hours: 9

*4.4.4 Student Name: Robert Baker

Activity Title: 120 Hours of Appraisal Education

Credit Hours: 15

4.5 Discussion Regarding 2008 Compliance Audit – Vincent White

*4.6 Discussion Regarding the Law Portion of Pre-Licensing Being Offered Online

4.7 CE Audit Review

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – October 1, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.